

Convert more  
Prospects Into  
New Clients.

bridge

Win business and  
gain new clients  
as your bids &  
proposals become  
more successful.

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# How we can help.

We are a procurement consultancy with years of experience in helping the sellers of this world make money and the buyers of this world save money.

By interacting with buyers and sellers everyday, we are perfectly placed to help you draft, review and respond to your tenders better.

Bridge can provide both strategic bid advice giving recommendations on how you can improve your bids in the future, as well as extra support when putting together an important bid response.

With a procurement background rather than a sales background, we know what prospective procurement clients are looking for.

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# What makes a good bid?

There are many key aspects that need to be right in order to create a bullet-proof bid.

## **PRICE**

With our buying background, we know the market rates ensuring that you are a step ahead of your competition and you never lose a bid on price.

## **LEGAL**

We understand industry specific and public sector legislation. We know what policies, processes, and documentation will be required to win the business.

## **FIT**

We understand that all industries are different and know how to tailor your proposal to stand out from the rest.

## **EVALUATE**

We unravel the selection and award process to ensure you can concentrate on what's important to win the bid.

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# Experience is key.

We selected Bridge because of their in depth category knowledge, procurement experience and their track record for reducing costs.

Chris Lee, CFO  
JELLYFISH

FedEx®

  
vodafone

Bridge redrafted and restructured our client agreements making it easier and quicker for our clients and sales to finalise deals. Bridge understood the commercial elements of the contract more than a lawyer.

Steve Dineen, CEO  
FUSION

Bridge helped us to recognise and fix the flaws in our bid responses. We now win more business and our sales effort has reduced.

Maria Baty, MD  
UNIGLOBE

BCD® travel

Hertz®

 annodata

# Want more wins?

Then get in touch today, call us on

**+44 1737 215897**

...or email [info@bridgeprocurement.com](mailto:info@bridgeprocurement.com)

Alternatively find out more by visiting  
[www.bridgeprocurement.com](http://www.bridgeprocurement.com)



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